



State of Louisiana

DIVISION OF ADMINISTRATION OFFICE OF INFORMATION TECHNOLOGY

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12/10/2002

Office Of Information Technology

Information Technology Bulletin 02-22

Subject: Enterprise Router and LAN Switch Procurement Directive

As outlined in IT-POL-004, the Office of Information Technology (OIT) has determined that it is in the best interest of the state to implement an intranet for state government, called the Louisiana Secure Intranet (LSI). The LSI will provide a means to optimize the networking and technical resources of the state, while providing a secure, high performance platform for agencies to implement their applications. Those agencies in the executive branch of state government under the authority of Act 772 will be phased into the LSI over time. The Office of Telecommunications Management (OTM) has been assigned the responsibility to deploy the intranet.

Analysis performed by OIT has determined that a majority of the "772" agencies have implemented networks using the same manufacturer's equipment. This embedded base of enterprise class routers and LAN switches represents a major investment in equipment as well as a major investment in technical training and expertise within state government. Based on this analysis and investment, OIT has determined that it is in the best interest of the state to implement the enterprise portion of the LSI using CISCO equipment.

OTM has, through the competitive bid process, put in place multi-year contracts (Office of State Purchasing Contract Number 405251 and 405252) for enterprise switches and routers which contain significantly better pricing discounts than previously available to state agencies. The contracts provide for alternative vendors and optional maintenance plans. The dual-vendors approach was chosen to keep competitive pressures on the contractors so as to encourage the very best pricing, service, and value-added benefits to the agencies over the entire contract period.

Act 772 agencies should begin using these contracts for enterprise router and LAN switch procurements in order to provide for the most cost effective long-term migration strategy into the LSI and to take advantage of the excellent discounted pricing in the short-term.

Effective immediately, OIT directs all Act 772 agencies to use these contracts exclusively under the following guidelines:

- Enterprise switches and routers must be procured from these contracts.
- Other equipment offered on these contracts may be procured at the agencies' discretion.

- Nothing prevents agencies from seeking improved offers for their particular procurement from these two contract holders. It is recommended that for procurements over \$50,000 agencies consider this method.
- Agencies that believe using these contracts are not in the best interest of the agency may submit detailed technical and financial justification to OIT for consideration of an exception to this directive.